

Briefing by the SABS on its Financial and Non-Financial Performance for Q1 FY2023/24
A presentation to the Parliamentary Portfolio Committee on Trade, Industry and Competition
6th September 2023
Dr Sadhvir Bissoon – CEO (Acting)



Table of contents

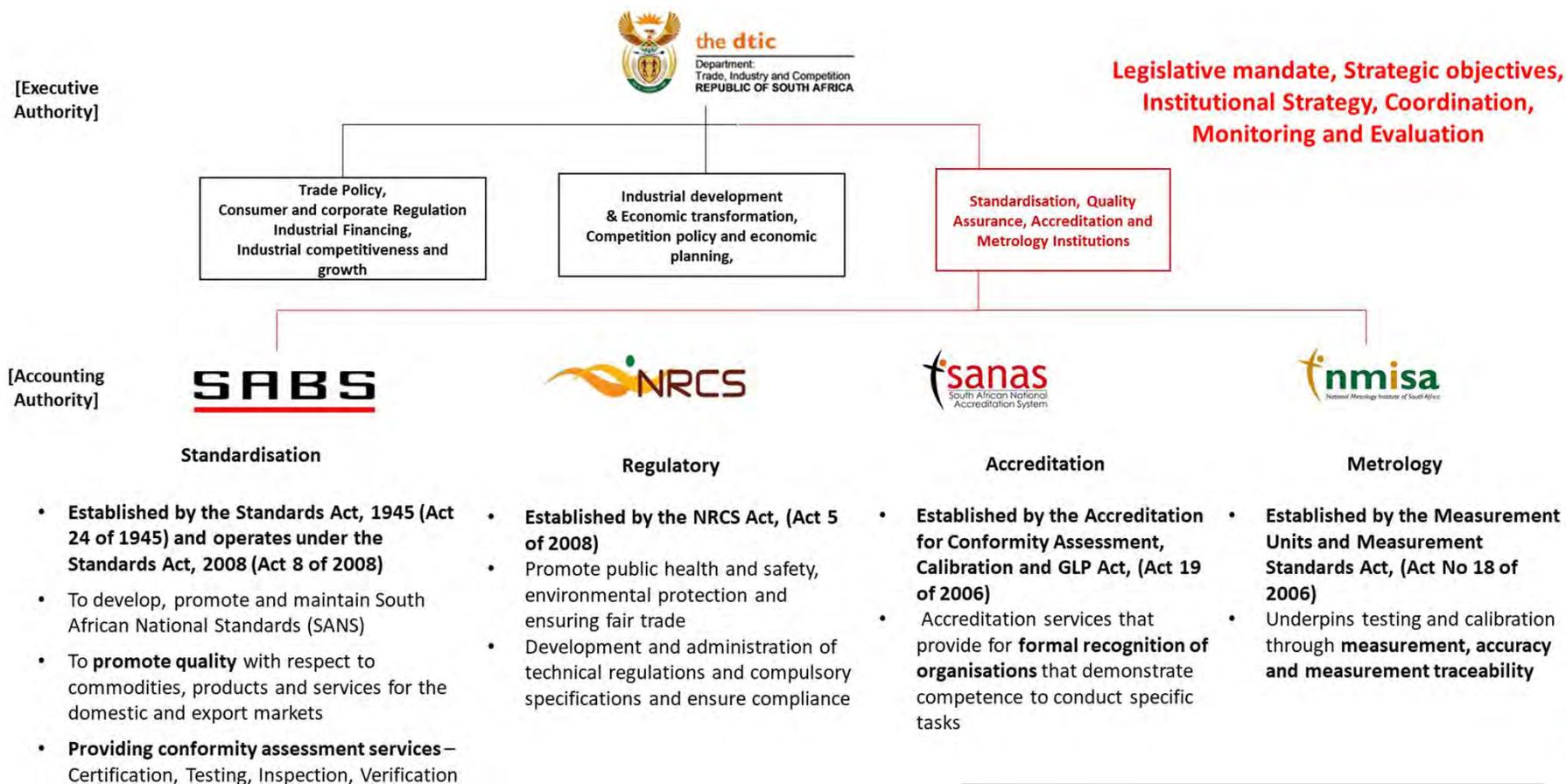
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1. Legislative Mandate
2. Non-Financial Performance Results
3. Financial Performance Results
4. Contribution to the dtic group output targets
5. Operational Summary
6. Stakeholder engagements
7. Conclusion



Legislative mandate

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Legislative mandate – Products and Services

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- SABS – Schedule 3B Entity
- SABS Commercial provides Conformity Assessment Services:
 - Testing
 - Certification – Product and System Certification
 - Consignment Inspection
- Open competitive market for conformity assessment services
 - > 35 Certification bodies
 - > 1000 Testing Labs
 - > 200 Inspection Bodies
- SABS is an independent third-party Certification Body and Testing Laboratory



Non-Financial Performance



Develop, promote, and increase the use of standards



Output and key performance area	Target (FY2023 / 24)	Target (Q1)	Actual (Q1)	Status
SANS supporting reimagined industrial priority sectors	80% standardisation commitments	80% standardisation commitments	0% standardisation commitments	<ul style="list-style-type: none"> The division has published 11 of the 50 SANS commitments. These standards were earmarked for completion in the latter quarters. The performance equates to 22% of annual target being completed. Relevant technical committees have been engaged to fast track the progress of the outstanding publication commitments
Government, SOE, regulatory and related public sector engagements	10x Stakeholder engagements	1x Stakeholder engagement	3x Stakeholder engagements	Target met
Report on support provided by the SABS on key identified developmental policy interventions or any other Ministerial directives	4x Reports	1x Reports	1x Report	Target met



Provide integrated conformity assessment solutions



Output and key performance area	Target (FY2023 / 24)	Target (Q1)	Actual (Q1)	Status
Customer Satisfaction Survey	75%	60%	76%	Target met
Number of new products, services, solutions launched	Introduce 4x new online courses	-	-	Annual Target
	Introduce 1x new certification scheme	-	-	Annual Target
	Introduce 2x new tests methods	-	4x new tests methods introduced	Target met



Provide integrated conformity assessment solutions



Output and key performance area	Target (FY2023 / 24)	Target (Q1)	Actual (Q1)	Status
Employee engagement rate	Rating of 3 out of 5	Rating of 3 out of 5		Annual Target
Economic participation of women, youth, and people with disabilities	48% of women supported	48.0%	48.6%	Target met
	23% of youth supported	23.0%	20.4%	<ul style="list-style-type: none"> The current placement of staff into the new structure has reached the final phase which is expected to positively impact the indicator. Management will consider specific requirements for appointment of external candidates that will support the achievement of the target
	2.0% of people with disabilities supported	2.0%	1.6%	



Financial Performance – Q1



Achieve and maintain financial sustainability

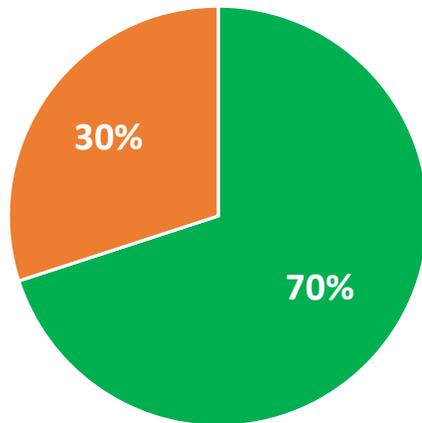
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Output and key performance area	Target (FY2023 / 24)	Target (Q1)	Actual (Q1)	Status
Net profit of SABS Group	Profit of R1.6 million	Profit of R0.1 million	Profit of R39.3 million	Target met
Cost-to-income-ratio of SABS Group	103.7%	104.3%	89.1%	Target met



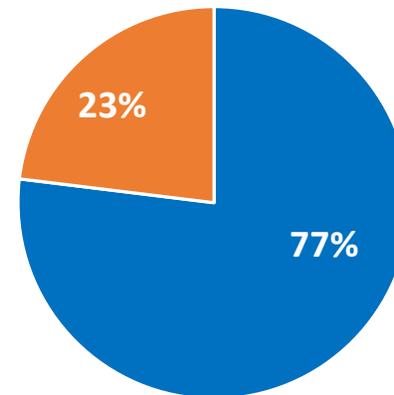
Summary of Q1 Performance

Percentage Target Achieved (7/10)



■ Target Achieved ■ Target Not Achieved

Annual Target vs Quarterly Target



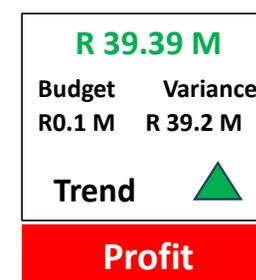
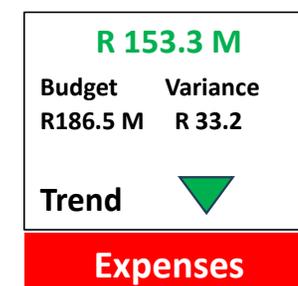
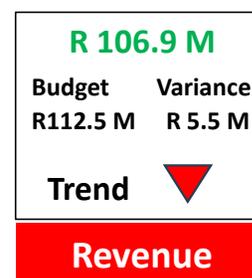
■ Quarterly Target ■ Annual Target



Financial Performance Q1

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SABS GROUP - JUNE 2023	YTD				
	Actual Rm	Budget Rm	Prior year Rm	Variance against budget Rm	Variance against prior year
Commercial Revenue	106.9	112.5	109.5	(5.5)	(2.6)
Laboratory Services	30.4	35.1	32.1	(4.7)	(1.6)
SMME	-	-	0.1	-	(0.1)
Certificate of compliance	1.6	3.5	3.1	(1.9)	(1.5)
Training	1.7	3.2	1.7	(1.5)	0.0
Product and system certification	65.5	64.6	62.2	0.9	3.3
Sale of publications	7.7	6.1	10.4	1.6	(2.6)
Other Income	6.9	11.8	6.7	-5.0	0.2
Rental Income	3.0	3.2	3.4	(0.2)	(0.4)
Other income recognised	0.0	4.8	0.1	(4.8)	(0.1)
Sundry Income	3.8	3.8	3.1	0.0	0.6
Government Grant	72.1	72.1	58.8	0.0	13.4
Government grants	72.1	72.1	58.8	0.0	13.4
Total income	185.9	196.4	174.9	(10.5)	11.0
Administrative and operating expenses	(153.3)	(186.5)	(146.4)	33.2	(6.9)
Employee benefits	(98.8)	(109.8)	(102.3)	11.1	3.5
Other Expenses	(54.5)	(76.7)	(44.1)	22.2	(10.4)
Profit/(Loss) from Operations	32.6	9.9	28.5	22.7	4.1
Depreciation	(10.8)	(15.3)	(12.8)	4.5	2.0
Government grants in respect of assets	4.5	4.2	4.9	0.3	(0.5)
Finance Income or Costs	14.8	4.9	5.4	9.9	9.4
Gains/Losses On Investments	1.3	2.6	(4.2)	(1.3)	5.4
Other Income -recovery	(0.5)	-	1.4	(0.5)	(1.8)
Other non-operating expenses	(2.7)	(6.2)	(4.0)	3.5	1.3
Profit/ (loss) before corporate charges and tax	39.3	0.1	19.3	39.2	19.9
Taxation	-	-	-	-	-
Net profit/ (loss) for the period	39.3	0.1	19.3	39.2	19.9



SABS contribution to the dtic group output targets



Contribution to the dtic output targets

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Outcome	Outputs	Output Indicators	FY2023/24 (Target)	Q1 Target	Q1 (Actual)
R40 bn additional local industrial output: in manufacturing and productive services output, measured on a gross basis, from projects that are championed by the dtic family or through social compacting; which will include three categories: actual increased output in the financial year, based on commitments and investments made in the current or prior years; and new projected increased output in the following five financial years, based on commitments secured in the current financial year	Local Content Verification (LCV) Audits	Percentage of LCV projects that are submitted by government entities to the SABS to be completed	80% of LCV projects that are submitted by government entities to the SABS to be completed	-	2 projects completed: <ul style="list-style-type: none"> • Constitutes 7% of LCV projects, and • equals a tender value of R4,906,133,724 (81%)
		Percentage of LCV projects tender value that are submitted by government entities to the SABS to be completed	80% of LCV projects tender value that are submitted by Government entities to the SABS to be completed	-	81% of LCV tender value that are submitted by Government entities to the SABS are completed
New jobs created through interventions a. 65 job opportunities (not permanent)	SABS Annual Internship Programme (Employment for a 12-month period only)	Number of non-permanent jobs created for an annual period only (12 months) through the SABS internship programme	65 Interns employed for the 2023/24 period only (12-month period)	-	60 interns have been employed year to date
Invest in black industrialist (BIS)	Promotion of the SABS standardisation and quality assurance services to Black Industrialists	Host an open day for Black Industrialists to promote SABS standardisation and quality assurance services	Host the SABS Open Day for Black Industrialist	-	Held 1st meeting with black industrialist in May 2023. Follow up session to be held in August 2023
Support programmes in areas outside the 5 x main metros	Outreach and advocacy initiatives on Standardisation and Conformity Assessments	Conduct 5 outreach initiatives to promote standardisation and quality assurance in specific districts outside of the 5 metros	5 Outreach initiatives completed	-	Engaged two municipalities on SABS outreach initiatives: <ul style="list-style-type: none"> • Matlosana Local Municipality (North West) • Greater Tzaneen Municipality (Limpopo) – Awaiting confirmation and planning for rollout of the initiative



Contribution to the dtic output targets

SABS

Outcome	Outputs	Output Indicators	FY2023/24 (Target)	Q1 Target	Q1 (Actual)
Support programmes for SMMEs	SMME support on standardisation and conformity assessments	R2 million worth of certification/inspection testing/training/ advisory services provided to SMMEs	R2 million SABS services provided	-	Certification: Two companies supported by SMME dept. (R176,603)
	SMME support through procurement spend	Rand value of annual procurement spend in support of SMMEs	R74.3 million procurement spend in support of SMMEs	R15,000,000	R18,700,000 has been spent
	Conformity Assessment certificates/permits in the Mining sector	Number of certificates/permits issued in the LCV/ Energy Management/ Environmental Management/Product certification scheme in the Mining Sector	10 certificates/ permits issued in the LCV/ Energy Management/ Environmental Management/ Product certification scheme in the Mining Sector	-	1 certificate issued in the LCV
Market Inquiries	Management of the WTO Technical Barriers to Trade (TBT) Agreement	48-Hour Turnaround time on the WTO/TBT enquiries enquiry point (e.g., Access to standards or regulations)	48- Hour Turnaround time to respond to requests for information	48- Hour Turnaround time to respond to requests for information	48- Hour Turnaround time to respond to requests for information
SEZs: 2 new SEZs designated	Collaboration with SEZs for the provision of standardisation/ conformity assessment services	Agreement (MoU) concluded between SABS and SEZs on the provision of standards/conformity assessment services	MoU concluded with one SEZ on the provision of standardisation/ conformity assessment services	-	<ul style="list-style-type: none"> SEZs – Meeting planned for the Atlantis SEZ & Saldanha Freeport during the month of September MoUs with Tshwane Automotive SEZ, Bojanala SEZ & Dube Trade Port at an advanced stage of finalization
Hosting of Black Industrialist Conference	Promotion of SABS Quality assurance and conformity assessment services to Black Industrialists	Participate in the Black Industrialist Conference through the SABS exhibition stand or other marketing/promotional opportunities	SABS exhibitions stand or other marketing/ promotional opportunities at the Black Industrialist Conference	-	SABS maintains continuous liaison with the dtic on the planning of the event in order to ensure effective showcasing of SABS services at the Conference



Contribution to the dtic output targets



Outcome	Outputs	Output Indicators	FY2023/24 (Target)	Q1 Target	Q1 (Actual)
Hosting of AGOA Forum	Participate in the dtic coordinating committee/working group for hosting of the AGOA Forum 2023	Convene a standardisation/ quality infrastructure event at the AGOA Forum 2023	Convene a Standardisation/ quality infrastructure event at the AGOA Forum 2023	-	<ul style="list-style-type: none"> SABS has submitted a concept document to the dtic for hosting a side-event on Standardisation at the Forum, Participated in pre-AGOA meetings and Provincial Consultative Stakeholder Dialogue in Gauteng, Attendance of the Consultative Stakeholder Dialogue in the Western Cape (Aug)
Energy a. Establishment of Energy One-Stop Shop projects supported	Standardisation services in support of Energy Sector	Number of standards published annually within the scope of energy efficiency (new, revised standards).	5 Standards published	-	3 Standard published <ul style="list-style-type: none"> SANS 60335-2-115, SANS 60335-2-113, & SANS 60705.
Trade Agreements: TBA (UK, EU, SADC, AfCFTA)	Support the implementation of the AfCFTA agreement through active participation in regional standards bodies i.e., ARSO and AFSEC	Participation in ARSO Technical Harmonisation Committees to develop African Regional Standards and conformity assessment guidelines	Participation in 35 Technical Harmonisation Committees of ARSO	-	Participated in 25 Technical Harmonisation Committees of ARSO
		Establish testing/ certification/Inspection capabilities for EVs and supporting technologies	Complete a feasibility study on conformity assessment services on EVs	-	Continuous participation in the ARSO Technical Committees, including the Standards Management Committee (SMC) <ul style="list-style-type: none"> Certification - 1st draft of the feasibility study is completed Testing – Project team for feasibility study to be established in Q2



Contribution to the dtic output targets



Outcome	Outputs	Output Indicators	FY2023/24 (Target)	Q1 Target	Q1 (Actual)
Trade Agreements: TBA (UK, EU, SADC, AfCFTA)	Support the implementation of the AfCFTA agreement through active participation in regional standards bodies i.e., ARSO and AFSEC	Establishment of a Technical Committee and publish standards in support of Hydrogen Technology	Establish a technical committee on Hydrogen Technology and finalise the Standard Development Business Plan on Hydrogen Technology	-	Technical Committee on Hydrogen Technology has been established, National Secretary & members appointed
Red tape reduction interventions	Digital enablement of SABS operations	Implement digital solutions to improve operational efficiency	Implement 2 digital solutions to improve operational efficiency	<ul style="list-style-type: none"> Board Information Management System Provide Board tools of trade - Ipads 	<ul style="list-style-type: none"> Board Information Management System implemented iPads issued to Board & SABS EXCO
	Improve the time for the development of standards	Average number of days to publish standards	320 average days to publish standards	-	199 average days to publish standards
Profiling of success stories impacted by SABS products/services on stakeholders	Case studies on success stories	Number of case studies	20 case studies on success stories	5	5 case studies completed



SABS

Giving you the Quality edge!

RoVD ENGINEERING

Founded in 1967 as a multi-faceted engineering company for the salt industry. A significant turning point occurred in 1988 when RoVD was awarded a contract by Volkswagen in Uitenhage to develop a conveyor system. This success catapulted the company into the automotive sector, where it gained recognition for its ability to produce high quality conveyor systems that met the specifications of European manufacturers.



Essential Needs

In response to the strategic refocus on the automotive sector, RoVD has made extensive efforts to refine its focus and improve operational excellence.

The goal was to establish itself as a leading provider of design, manufacturing, commissioning and installation services specifically tailored to automotive manufacturing and conveyor systems. This ambitious undertaking required meticulous attention to detail and an unwavering commitment to rigorous quality management procedures.

RoVD recognised the paramount importance of global certification and compliance with industry standards and commissioned SABS. The company recognised that aligning its facilities with the requirements of SABS quality management systems would ensure unwavering consistency, unsurpassed reliability and consistent adherence to internationally recognised quality benchmarks.



"We know how important our partnership with SABS is to maintaining our position as a global industry leader as we expand into the United States and Mexico."

AFM Lubomir Pevarski

Business Development Manager
ROVD GROUP

SABS

Existing Solutions
ISO/SANS 9001

Innovative Approach

RoVD embarked on a transformative journey to fully integrate and comply with the requirements of ISO/SANS 9001.

This comprehensive certification framework encompassed numerous facets of operations and provided a solid foundation for improved business processes. As part of its unwavering commitment to quality assurance, RoVD underwent rigorous product testing and certification processes supported by SABS. These measures were essential to ensure consistent compliance with the highest industry standards in automotive production and conveyor systems.

The implementation resulted in significant improvements, which were reflected in increased efficiency, optimised workflows and strengthened quality control measures. As a result, RoVD saw increased customer satisfaction and a better reputation in the industry, which strengthened the company's reputation as a leader in its field.

Future Ahead

LCV - ISO/SANS 27001 - ISO/SANS 39001
ISO/SANS 45001 - ISO/SANS 14001

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Final Remarks

Through the successful implementation of SABS's solutions, RoVD has achieved tangible results. The company's overall performance has improved significantly and includes increased operational efficiency, greater customer satisfaction and improved competitiveness in the global marketplace. By adhering to the requirements of ISO/SANS 9001, RoVD consistently delivers high quality manufacturing and conveyor systems to the automotive industry.

Working in partnership with SABS has been instrumental in establishing RoVD as a renowned supplier in the automotive industry. By becoming certified by SABS and meeting the requirements of ISO/SANS 9001, RoVD has made significant strides in its business processes, ensuring consistent quality and customer satisfaction.

Implementing the solutions from SABS and meeting the requirements of ISO/SANS 9001 have led to significant improvements in efficiency, customer satisfaction and industry reputation at RoVD. These tangible benefits have contributed to the company's overall performance, strengthened its competitiveness and maintained its commitment to delivering world-class products.

Statistics

- 22% Increased efficiency, streamlined work processes and strengthened quality control measures.
- 18% Improved productivity, optimised use of resources and reduced operating costs.
- Increased customer satisfaction, more repeat business and positive brand reputation.
- Improved credibility, customer and partner trust and market positioning.
- Increased competitiveness in the global market and potential for new business opportunities.
- Reputation for delivering reliable and superior automotive manufacturing and conveyor systems.



SABS

Giving you the Quality edge!

CITY OF CAPE TOWN

Cape Town is a port city on the southwest coast of South Africa, situated on a peninsula below the imposing Table Mountain. Slowly revolving cable cars climb to the flat top of the mountain, from where you have a sweeping view of the city, the busy harbour and the boats heading to Robben Island, the infamous prison where Nelson Mandela was once held and now a living museum.



CITY OF CAPE TOWN
ISIXEKO SASEKAPA
STAD KAAPSTAD

RESULTS TO BUILD
A Winning Team.

Essential Needs

The adoption of ISO and SANS standards is critical to ensure quality and excellence and to set benchmarks to prevent water mismanagement. The South African Bureau of Standards (SABS) has diligently implemented these standards to address major water management challenges in Cape Town.

The city experienced an unprecedented, multi-year water crisis with negative impacts that led to the coining of the term "Day Zero" for the predicted date when the city's water supply will be shut off and pipes will run dry.

In addition, the current challenge of load shedding in electricity supply further complicates infrastructure maintenance and management.

A solution is needed to effectively manage these extensive problems.



"I have full confidence that a city like Cape Town and a country like South Africa will be well prepared on the basis of this model to meet any challenge that comes their way".

Momo Carake

Business Improvement & Innovation
City of Cape Town Water and Sanitation Directorate

SABS

Existing Solutions

SANS 9001 • SANS 14001 • SANS 45001
SANS 22000 • SANS 50001

Innovative Approach

During crises, such as extreme weather conditions or power outages, it is critical to ensure business continuity to provide water and sanitation services and prevent a 'Day Zero' scenario.

ISO 22301 played a crucial role in averting risks and contributed to the Sustainable Development Goals.

Although ISO 22000 focuses primarily on food safety, it played an important role in water management as water is a consumable product. South Africa has now established two ISO/SANS 22000-certified water treatment plants that guarantee high water quality.

In response to the challenge of power outages, ISO 50001 was introduced to improve water management in the Western Cape. This initiative aimed to sustainably supply freshwater and ensure proper wastewater treatment for environmentally friendly discharge or industrial reuse.

Future Ahead

LCV • ISO 27001 • ISO 39001
ISO 55001 • ISO 22301

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Final Remarks

Water governance in the City of Cape Town is an integral part of the broader sustainability efforts that are in line with South Africa's environmental objectives, legislation and the achievement of the Sustainable Development Goals.

Compliance with ISO/SANS standards throughout the water supply chain demonstrates an active response to environmental requirements and national targets set out in the National Environmental Management Act (NEMA).

The adoption of SANS standards in policies, regulations and by-laws throughout South Africa contributes significantly to the country's legislation in the areas of environmental policy, corporate governance and health and safety.

However, our work is not yet complete. Climate models predict an increased likelihood of multi-year droughts in South Africa if proactive measures are not taken.

Standards play a crucial role in preventing system and process failures, ensuring efficient water use and preserving reserves for the country's future.

Statistics

- ISO/SANS 50001 Energy Management System implemented at Bellville wastewater treatment plant (WWTP).
- Wastewater treatment plants in Cape Town are responsible for one-third of the city's electricity consumption.
- In 2019, the Bellville WWTP had a specific energy consumption (SEC) of 1,311 kWh per megalitre (Ml) of wastewater throughput.
- The energy efficiency project resulted in a reduction from SEC to 1,131 kWh/Ml throughput in 2022.
- Cumulative savings of 2,250,000 kWh (R3.4 million) have been achieved since the 2019 baseline.



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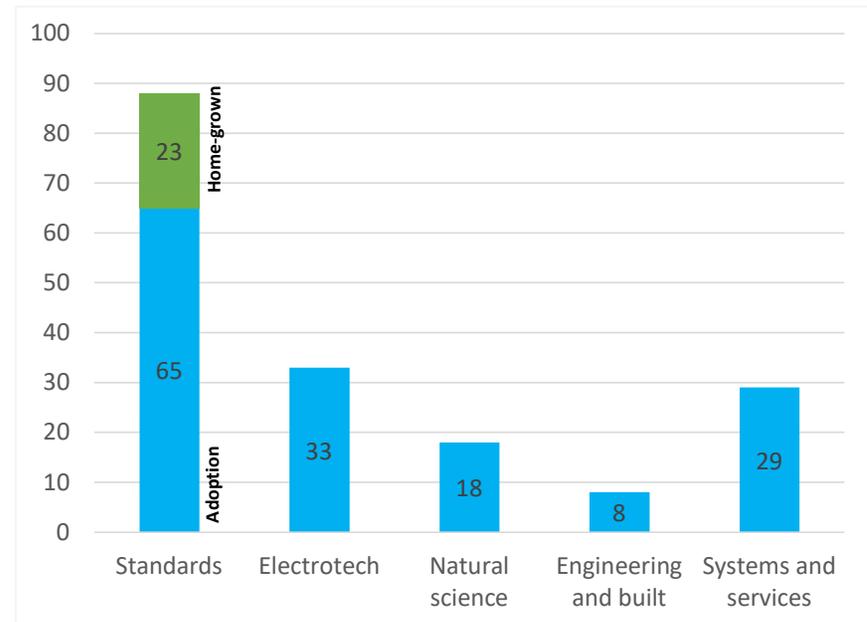


Operational Summary



Standards

- Published **88** national standards of which **23** are home-grown publications and **65** are national adoptions of ISO, IEC and other International Standards.
- SANS published within the following sectors, Electrotechnical (**33**); Systems and Services (**29**); Natural Sciences (**18**); Engineering and Built Environment (**8**).
- The average turnaround time to publish standards at the end of Q1 was **199** days which is below the target of **320** days.

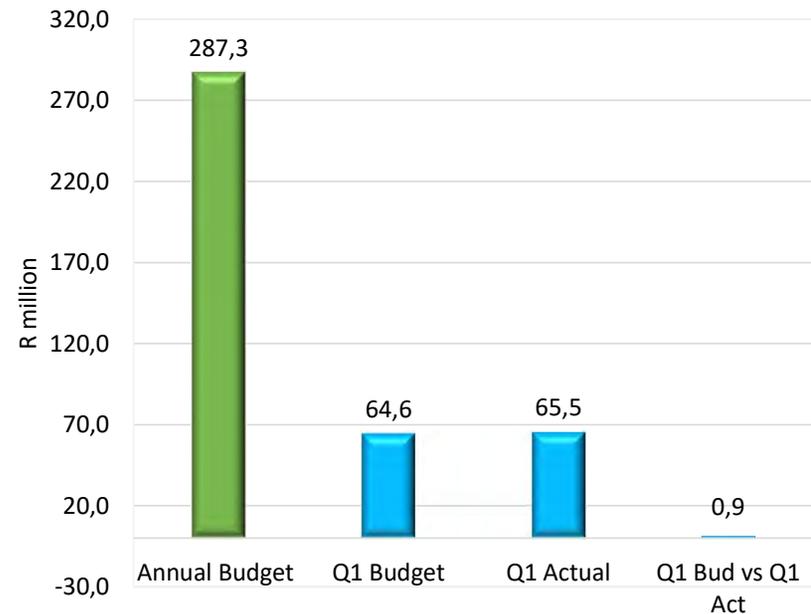


Certification



- Attainment of Q1 Revenue budget
- Extension of scope for Consignment inspection (ISO 17020) within the Electro-technical Sector servicing Botswana Bureau of Standards export programme
- Forestry Management Inspections are on the upward trajectory – FSC Accreditation

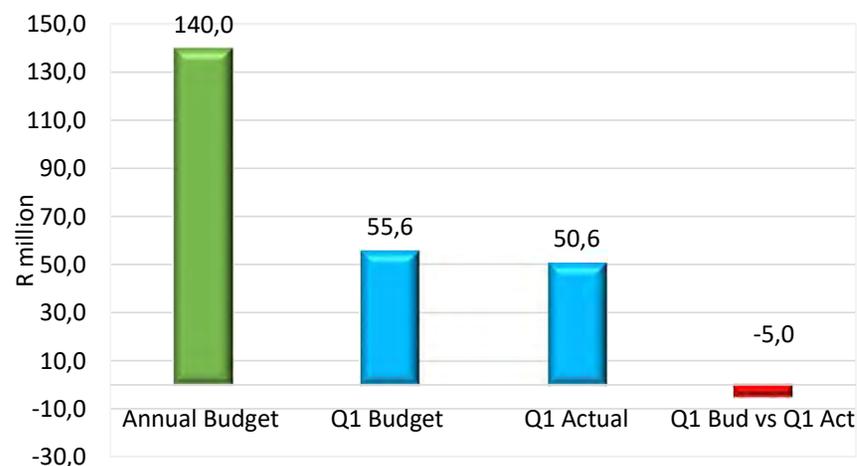
- The Certification Division achieved the following revenue:



Laboratory Services

- Two new additional techniques achieved at Pharmaceutical Chemistry laboratory to enable testing and issue of reports
- Four new test methods added to the Schedule of Accreditation (SoA) at the Radiation Protection Services (RPS)
- Condom laboratory and Radiation protection services laboratories were assessed by SANAS and recommended for continued accreditation. The laboratories services the Food & Health and Chemicals & Materials sectors
- Condom lab has been refurbished to improve testing turnaround times. The lab has also expanded current capacity to address the increase in testing demand

- The Laboratory Services Division achieved revenue of R50.6 million against the Q1 budget of R55.6 million which is below target by R4.9 million.



Laboratory Services Infrastructure upgrade

SABS

- Installation of an **Integrating Sphere test chamber** to test regulatory requirements for lamps
- The test chamber will enable the laboratory to test all parameters of the new VC9109 - *Compulsory specification for energy efficiency and functional performance requirements of general service lamps (GSLs)*.
- The installed equipment will enhance the accuracy of testing and reduce testing turnaround times.
- The equipment is widely applied in testing lumen, chromaticity coordinates, CCT, flickering and peak wavelength etc. for light source or luminaries and is a first of its kind in the region.

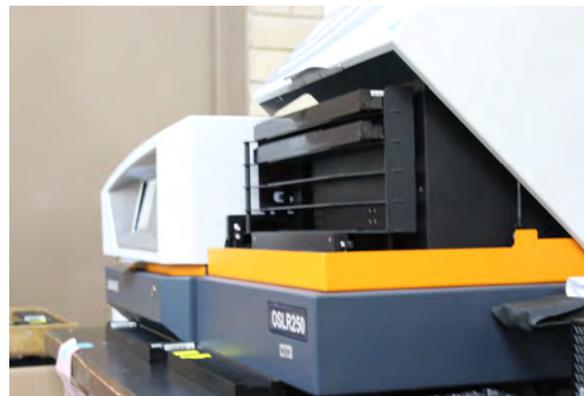


Laboratory Services Infrastructure upgrade (cont)

SABS

Technology changes for provision of dosimetry service

- The SABS has since the inception of the dosimetry service been using the Panasonic testing system.
- Panasonic has discontinued their scope of operations in the South African market.
- The SABS subsequently procured a new Radiation Monitoring and Medical Physics systems
- The system has been commissioned and is currently in use by the laboratory.

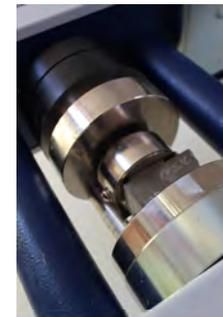
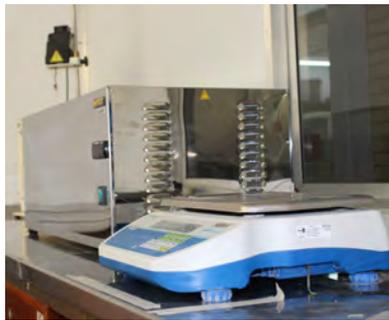


Laboratory Services Infrastructure upgrade (cont)

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Cement Laboratory expansion

- Installation of the second test bench to address the backlogs of samples
- The additional test bench has increased capacity by 100%.
- The lab has been commissioned with the new space which includes the installation of localized environmental conditions.
- The appointment and training of additional test officers is underway.

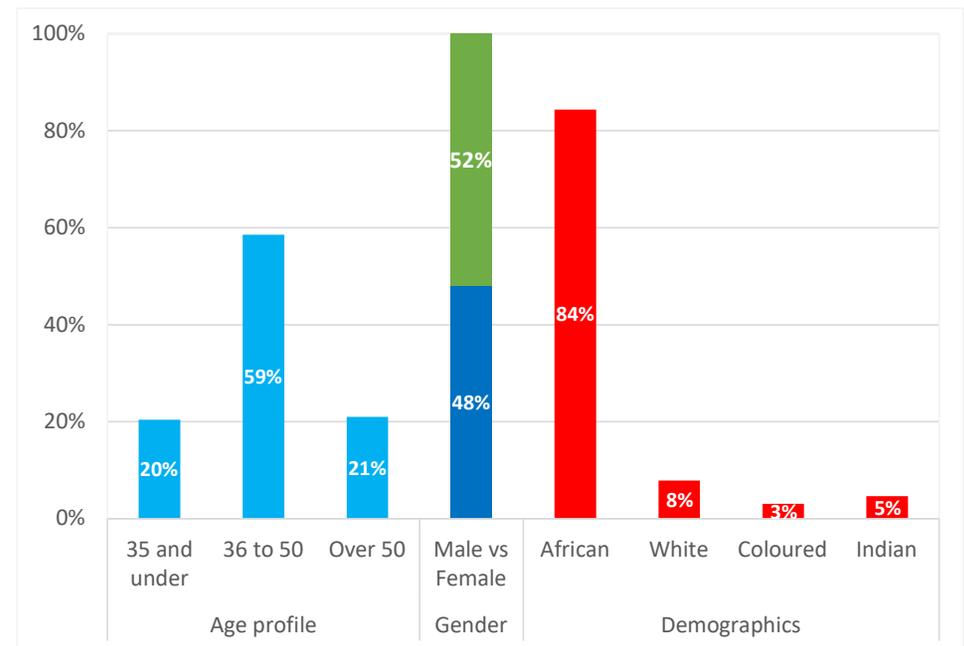


Human Capital



- 43 female staff members successfully concluded and graduated in the Women in Leadership Programme
- Commencement of a new cohort for the SABS Leadership Development Programme in July
- Year to date, 60 interns are participating in the SABS Youth Development Programme across various Divisions.
- Work Skills Plan (WSP) (FY2023/2024) and Annual Training Report (ATR) (FY2022/2023) submitted on 30th May 2023 with implementation of training interventions that began in June
- The Organisational Review Placement process is in the final stage of implementation. The deployment guidelines have been finalised and execution will be concluded in the month of August

• The SABS Workforce at a glance



Stakeholder Engagements



National Stakeholder Engagements

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National Stakeholder Meeting Objectives

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- Standards and conformity assessments in support of enabling policy and regulation
- Collaboration on testing and certification services of the SABS
- Participation in SABS technical committees on the development of national and international standards
- New business opportunities
- Cooperation in research opportunities
- Maintaining key customer relationships
- Promotional events and Marketing of SABS



International Stakeholder Engagements

SABS



The African Electrotechnical
Standardization Commission
Commission
Electrotechnique Africaine
de Normalisation



Botswana Bureau of Standards
National Standards Body of Botswana



International Stakeholder Meeting Objectives

SABS

- Participation in international and regional standards setting bodies to contribute and influence the development of Standards
- Influence policy and provide governance oversight at Council meetings of international and regional standards bodies
- Enhancement of skills and capabilities through training interventions
- Sharing of international best practice and relevant standardisation information
- Engage in new areas of Standardisation
 - Hydrogen technology
 - Circular economy
 - Hemp and Cannabis Industry
 - Electric vehicles
 - Battery technology



Conclusion

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- SABS is turning a corner towards a path of sustainability which includes initiatives that focus on enhancing customer centricity, driving operational excellence, supporting the AfCFTA through thought leadership and active participation in regional and international standardisation programmes, developing and implementing a digital transformation strategy, prioritised infrastructure maintenance and investment in laboratory equipment.
- SABS remains steadfast in our alignment and delivery of relevant standardisation products and services in support of the dtic reimagined industrial priority sectors.
- Support of the Board and Shareholder in addressing strategic priorities and driving good corporate governance.



SABS

